

From: [Tina Taylor](#)
To: [Tina Taylor](#)
Subject: January 2020 - SAP&DC Export News Letter
Date: Thursday, January 23, 2020 2:14:13 PM



Progress Through Regional Cooperation In The Alleghenies

Jan 2020

In this Issue

[Australia Trade Alert!](#)

[Australia Webinar](#)

[New Export Training Events!](#)

[Upcoming Trade Shows & Missions](#)

[GAP Funding](#)

Important Links

[Travel Warnings](#)

[Travel Alerts](#)

[Pennsylvania International Trade Guide](#)

[Bureau of Industry & Security](#)

[Commodity Classification - Schedule B](#)

[Currency Calculator](#)

[World Port Source](#)

[Small Business Administration](#)

Consulting Center

[Export Consulting Center](#)

[Certifications Expert Helpline](#)

Join Our Mailing List



It's **2020** and we typically all start the year off with a new resolution that we may or may not stick to! Well, let's make a change this year, let's together work on your goals to reach into new international markets! Whether you want to introduce a new product into a specific market or just create or increase sales, our team along with the assistance from our [Pennsylvania Authorized Trade Reps](#) can help you reach your exporting goals! Let's create new export sales and

make 2020, our best year yet!

Our staff is waiting to assist you, contact, Tina ttaylor@sapdc.org or Joyce, ttaylor@sapdc.org today!

Trade Alert!

Australia - Mandated Fumigation for High Risk Goods due to the Brown Marmorated Stink Bug (BMSB)



The Australian Department of Agriculture has implemented and strengthened the seasonal measures to manage risk of the Brown marmorated stink bug (BMSB) for high risk goods arriving in Australia for the 2019-20 BMSB risk season. For the 2019-20 BMSB season heightened biosecurity

measures will apply to certain goods manufactured in, or shipped from target risk countries and/or vessels that berth at, load or trans ship from target risk countries. The measures apply for goods arriving in Australian territory from September 1, 2019 to

May 21, 2020 inclusive. Any goods shipped and arriving in Australia during these time frames need to be treated and will be referred for intervention. The United States has been categorized as a [target risk country](#).

Goods that fall under the following tariff classifications have been categorized as target high risk goods and will require mandatory treatment for BMSB risk. [Click Here](#) for information on tariff





www.newpa.com/intl



@sapdcorg

Export Finance Program

Looking for Working Capital Financing and Accounts Receivable Financing?

Offered through the Pennsylvania Department of Community and Economic Development (DCED), the Pennsylvania Industrial Development Authority (PIDA) Loan Program helps PA exporters finance international sales.

For the application process, please contact your local Certified Economic Development Organization (CEDO) service provider to package the loan application. To locate your local CEDO, [Click here](#)

SAP&DC's Marketing & Communication Assistance Program!

Need help promoting your business? Tired of waiting for the phone to ring? Unsure how to best utilize new technologies and the Internet to attract customers/clients? SAP&DC newest business services division, the Marketing and Communications Assistance Program is here to help! Southern Alleghenies Planning and Development Commission's Marketing and Communications Assistance Program (SAP&DC's

classifications. For all other goods not categorized as target high risk goods, BSMB measures will not apply however they may be subject to measures if they are part of a container/consignment that contains high risk goods.

Goods will need to be fumigated/treated with methyl bromide and sulfuryl fluoride and will require treatment certificates from approved treatment providers. You can discuss these requirements with your forwarders to ensure goods meet the requirements. Goods arriving in Australia untreated could result in storage fees and fumigation fees.

Source: agriculture.gov.au

Final Weeks to Register! Webinar - Australian Market - "Taking Your Business Down Under"



If you're a Pennsylvania firm and haven't considered the world's 14th largest economy as a potential export market for your goods or services - you should!

Join us as our Pennsylvania Authorized Trade Office in Australia presents this webinar for you to learn more about this amazing market and the opportunities that are available for your company! Foley & Associates has been acting as the Authorized Trade Representative for the Commonwealth since 2002, and in that time has assisted 1,000+ international organizations do business in the region, providing a variety of business development services including Market Analysis & Entry Strategy, Partner Identification & Qualification, Competitor Analysis, Trade Show Support & Independent Market Visits.

This webinar is designed to cater for organizations large and small, from experienced exporters to SMEs looking at new opportunities in international markets. Regardless of whether you are already exporting, or just assessing market opportunities down under, we kindly invite you to join us this February 5, 2020 from 3:00 p.m. to 4:00 p.m.! To register [AU Webinar](#)

Export Events! Check out these upcoming events - Mark your Calendars!

Winter Webinar #3 - NAFTA & Changes Under the USMCA

The US is experiencing trade growth and regulatory changes with regards to NAFTA being replaced with USMCA. Without a thorough knowledge of the changes a company can encounter delays, lost opportunities, and additional expenses due to compliance issues.

February 19, 2020 at 9:30 am

[NAFTA And Changes Under USMCA](#)

Winter Webinar #4 - Opportunities for PA Exporters in Australian Market - Taking your Business Down Under

Join us as our Pennsylvania Authorized Trade Office in Australia presents this webinar for you to learn more about this

February 5, 2020 at 3:00 pm

[Opportunities in Australia Registration](#)

MCAP) offers specialized marketing consultation and assistance. Businesses need to meet the following:

- Businesses in Bedford, Blair, Cambria, Huntingdon, Fulton and Somerset Counties
- Small and medium-sized businesses with 100 employees or less
- All for-profit businesses
- Any industry/sector except retail

Due to the support of our generous sponsors, SAP&DC MCAP provides marketing assessment and marketing plan development services FREE of charge. SAP&DC's Marketing and Communications Assistance Program (MCAP) aids businesses in the region by providing one-on-one assistance. We guide you through the static to get your business, idea, message and brand moving! We work with you to create a comprehensive marketing plan rooted in a deep understanding of your brand, goals, and mission. You need a plan! Start by talking to us. Contact Ben Mazur at bmazur@sapdc.org or via phone 814-949-6552.

Port Watch

For the latest information on the Philadelphia Port [CLICK HERE](#)

amazing market and the opportunities that are available for your company! Foley & Associates has been acting as the Authorized Trade Representative for the Commonwealth since 2002, and in that time has assisted 1,000+ international organisations do business in the region, providing a variety of business development services including Market Analysis & Entry Strategy, Partner Identification & Qualification, Competitor Analysis, Trade Show Support & Independent Market Visits.

PAST Events Still Available!

INCOTERMS 2020 In Practice
Did you miss our Winter Webinar #1 on December 11th? If so, you can watch the recorded version of the new INCOTERMS 2020! Learn what changes will be taking place at your own leisure!

[INCOTERMS 2020 In Practice RECORDED Webinar](#)

Advanced Export Documentation
Did you miss our Winter Webinar #2 on January 8th? If so, watch the recorded version at your own convenience!

[Advanced Export Doc RECORDED Webinar](#)

Upcoming Trade Events



The following Trade Shows and Missions are scheduled for this calendar year. For more information on these events, contact Tina Taylor or Joyce Hoffman.

Trade Event	Country	Date
Expomin 2020	Santiago, Chile	April 20-24, 2020 To register directly with the show organizers http://www.expominusa.com/
Trade Winds Mission & Business Forum Indo-Pacific	Hong Kong/Japan, Korea, Thailand & Vietnam	April 20-27, 2020 For more information contact: ttaylor@sapdc.org jhoffman@sapdc.org
Trade Mission to Korea & Japan	Seoul, South Korea & Tokyo, Japan	June 1-5, 2020 For more information contact: ttaylor@sapdc.org or jhoffman@sapdc.org
Trade Mission to Canada	Toronto and Montreal, Canada	June 7-12, 2020 For more information contact: ttaylor@sapdc.org or Jhoffman@sapdc.org

GAP Funding Available for 2020

Just a reminder that GAP Funding is available for 2020, while funds last! If you are planning a trade show, traveling on a trade mission or

just your own international business trip don't forget to apply for GAP Funds! The GAP can assist in covering up to \$5,000.00 of eligible expenses to help with costs associated with your international business travel. Or are you utilizing USDOC subscription services, planning compliance testing or internationalizing your website, possibly the GAP grant can help! For full details [Global Access Program](#)

About Us

The SAP&DC International Trade Program retains and creates job opportunities by assisting to increase the sales of goods and services exported from the region. Our staff provides assistance to small and medium sized companies (generally free of charge) to evaluate potential international markets and to develop and implement strategies to successfully export goods and services. The Southern Alleghenies Planning & Development Commission covers the counties of Bedford, Blair, Cambria, Fulton, Huntingdon and Somerset

Contact:

Tina Taylor -International Trade Manager | ttaylor@sapdc.org | 814-949-6517

Joyce Hoffman - Int'l Trade Specialist | jhoffman@sapdc.org | 814-949-6527

SAP&DC, 3 Sheraton Drive, Altoona, PA 16601

[SafeUnsubscribe™ ttaylor@sapdc.org](#)

[Forward this email](#) | [About our service provider](#)

Sent by ttaylor@sapdc.org in collaboration with

Constant Contact



Try email marketing for free today!